

The Montgomery County Department of Economic Development Introduces the

Business Coaches Roundtable Series

- WHAT:** **FREE Business Coaching Sessions** (*Topics Noted Below*)
- WHO:** **Montgomery County Small Business Owners Can Benefit**
- WHEN:** **3rd Thursday of each month (June – December '09)**
10:00 am - 11:30 am (International program is until 12:00)
Specific dates noted in schedule below
- WHERE:** **Rockville Library, 2nd Floor (large Conference Room)**
21 Maryland Avenue, Rockville, Maryland 20850
240-777-0140
- REGISTER:** Please email Jacqueline.arnold@montgomerycountymd.gov
Now taking registrations for the highlighted session

DETAILS: Click on name to see bio; Company to be linked to website; or topic # for summary

PRESENTER	DATE	TOPIC
June Mickens, President & CEO Executive Advantage, LLC	6/18/09	A Practical Guide to Success and Business Planning for Today's Organizations <i>Topic summary 1 below</i>
Remi Duyile, CEO Image Consulting Group	7/16/09	Getting the Right People on Board <i>Topic summary 2 below</i>
Angie Segal, President Action Coach	8/20/09	5 Ways to Grow Your Business <i>Topic summary 3 below</i>
Tiffany Prince, President Prince Business Performance Strategies	9/17/09	Change Happens: Now What? <i>Topic summary 4 below</i>
Susan Samakow, Certified Business & Life Coach Susan Samakow Coaching, LLC	10/15/09	Positive Self Talk: Eight Strategies to Help you Shift from Negative to Positive Self Talk
Sheila Khatri, President Moti International, LLC Juanita Hardy, Founder & Principal Tiger Management Consulting Group, LLC	11/19/09	Preparing to Do Business Internationally – Coaching Your Way to a New Opportunity Abroad
Galina Knopman, President Comskil, Inc.	12/17/09	New Leaders: You Can Achieve Your Vision <i>Topic summary 7 below</i>
Anne Busse, CEO The Leadership Coaching Group	1/10	Starting the Year off Right- Time Management and Goal Setting
Joanne Irving, Ph.D., Principal The Chrysalis Group	2/10	Action Coaching <i>Topic summary 7 below</i>
Sandee Allen, President StrongSuit Consulting, LLC	3/10	Constructing a House of Bricks: An Executive's Guide to Effective Team Building

1. **A Practical Guide to Strategic and Business Planning for Today's Organizations** - As America continues to battle a soft economy, many organizations are living through very challenging and sometimes scary times. All organizations are asking their people to do more...better...faster and to do so while using fewer financial resources and still satisfying the customer. In order to meet the challenge, the only choice is to shift our thinking. We have to find new ways to do business and to solve our problems.

This interactive workshop will center on practical ways for organizations of all sizes to assess: What business are we in? • Who are our customers, what are their needs, and how well are we satisfying them? • What individual or organizational behaviors do we need to adjust in order to improve results? • What goals or benchmarks need to be accomplished? • What are the most effective ways to achieve our goals?
2. **Getting the Right People on Board** - Your people are your greatest assets. To build a successful organization you must get the right people on Board. Yes, finding and retaining the best talent can be a very long and expensive process however the payoff is unmatched. This session will show you practical ways to build a winning team that deliver high result by selling your passion.

This session will focus on the following questions: Who are the right people? • Where are they? • How can you get the right people without paying an arm and a leg? • How can you "grow" the right people? • How can you retain the right people?
3. **5 Ways to Grow Your Business** – Change your thinking, change your life. Find out how to increase your profits by 61%. Our “5 Ways to Grow Your Business” seminar will help you discover business improvement strategies that will motivate you to achieve more from your business. What’s more, you can take these strategies and apply them in your business today!
4. **Change Happens, Now What?** - The current economic climate has affected everyone, especially businesses. To be successful in the new economic environment, businesses will need to be able to adapt quickly which means dealing with change in a meaningful and strategic manner. This session will discuss how to analyze and diagnosis organizations through successful change efforts.
5. **Positive Self Talk: Eight Strategies to Help you Shift from Negative to Positive Self Talk** (summary to be added)
6. **Preparing to Do Business Internationally – Coaching Your Way to a New Opportunity Abroad** (summary to be added)
7. **New Leaders: You Can Achieve Your Vision** - Discover what it means to embody a powerful leadership presence and drive change to achieve your vision. The behaviors, techniques and thought distinctions between being a manager versus being a leader will be illustrated with examples.
8. **Starting the Year off Right: Time Management and Goal Setting-**
9. **Action Learning-** Action Learning is a method of choice for global companies, government agencies, and nonprofit groups that want to improve quality, cut costs, create new products and services, and change the cultures of their organizations. Companies as diverse as Samsung, Dow, GE, Deutsche Bank, Boeing, Sodexo, Novartis, Nokia and many others use Action Learning to solve complex problems, develop leaders, build teams and expand corporate capability. Action Learning solves dilemmas of all sizes, and is particularly effective with complex problems that may appear unsolvable. It elevates the norms, the collaboration, the creativity and the courage of groups that solve problems of great urgency to the organization. Dr Irving will introduce the basic concepts and the group will have a chance to briefly experience Action Learning *in action*.
10. **Constructing a House of Bricks: An Executive's Guide to Effective Team Building** (summary to be added)



MONTGOMERY COUNTY, MARYLAND
Department of Economic Development
240-777-2000 | SMARTMontgomery.com